

Message Text

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PAGE 01 LISBON 00472 051608Z

64

ACTION XMB-07

INFO OCT-01 EUR-25 ISO-00 PM-07 NSC-10 SPC-03 SAM-01 SS-20

RSC-01 EB-11 OMB-01 TRSE-00 AID-20 CIAE-00 INR-10

NSAE-00 FEA-02 INT-08 NEA-11 FRB-02 CIEP-02 STR-08

CEA-02 L-03 DRC-01 /156 W
----- 068364

R 051529Z FEB 74

FM AMEMBASSY LISBON

TO SECSTATE WASHDC 9090

USDOC WASHDC

INFO AMCONSUL OPORTO

UNCLAS LISBON 0472

COMMERCE FOR BIC/MEPD

PASS EXPORT-IMPORT BANK

E.O. 11652: N/A

TAGS: BGEN PO

SUBJ: MAJOR PROJECTS: PETROSUL REFINERY AT SINES

REF: STATE 017615

1. UPON LEARNING OF EXIMBANK WILLINGNESS TO WAIVE GUARANTEE REQUIREMENT, PETROSUL MANAGEMENT EXPRESSED GRATITUDE AND INDICATED THAT SOME OF REMAINING PROCUREMENT OF EQUIPMENT STILL COULD BE MADE IN U.S. HOWEVER, PETROSUL ACKNOWLEDGES THAT MOST EQUIPMENT WILL COME FROM FRANCE AND PETROSUL IS SEEKING TO MAXIMIZE ITS FRENCH FINANCING LINE TO GET LONGEST POSSIBLE PAYOUT.

2. PETROSUL HOPES TO AWARD PRIME CONTRACT TO ONE OF THREE BIDDING GROUPS BY MID-APRIL. UNCONFIRMED REPORTS FROM SOURCES CLOSE TO PETROSUL MANAGEMENT INDICATE THAT CTIP/MCKEE HAS BEEN ELIMINATED FROM CONTENTION. BOTH
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OF REMAINING BIDDERS - PROCON/TECHNIP AND BADGER/FOSTER

WHEELER - ARE OPTIMISTIC. BOTH ARE ATTEMPTING TO
MAXIMIZE FRENCH CONTENT IN BID PACKAGES TO FIT PETROSUL'S
FRENCH FINANCING SCHEME.

3. PETROSUL FINANCIAL DIRECTOR PROMISED TO INFORM EXIMBANK
AND/OR THIS EMBASSY AS SOON AS FIRM IS PREPARED TO PLACE
ORDERS IN U.S.

4. COMMENT: WE ARE UNABLE TO CONFIRM REPORTED ELIMINATION
OF CTIP/MCKEE FROM PETROSUL JOB. MCKEE REPRESENTATIVES
ARE STILL IN LISBON AND WORKING TO KEEP THEIR BID ALIVE.
HOWEVER, PROSPECTS FOR MCKEE ARE NOT FAVORABLE.
SCOTT

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 05 FEB 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974LISBON00472
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: LISBON
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740255/aaaabzsv.tel
Line Count: 74
Locator: TEXT ON-LINE
Office: ACTION XMB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE 017615
Review Action: RELEASED, APPROVED
Review Authority: kelleyw0
Review Comment: n/a
Review Content Flags:
Review Date: 08 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 MAR 2002 by elbezejf>; APPROVED <26 NOV 2002 by kelleyw0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
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Review Release Date: n/a
Review Release Event: n/a
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Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECTS: PETROSUL REFINERY AT SINES
TAGS: BGEM, PO
To: STATE COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005